

EXHIBIT A

TO REGISTRATION STATEMENT

Under the Foreign Agents Registration Act of 1938, as amended

Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.

1. Name and address of registrant

Koehl, Landis & Landan, Inc.
41 East 42nd Street, New York, New York 10017

2. Registration No.

1436

3. Name of foreign principal

Scandinavian National Tourist Offices

4. Principal address of foreign principal

Scandinavian National Tourist
Office
505 Fifth Ave., New York, N.Y.
10017

5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☐ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☒ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☐ Other (specify) _____

☐ Individual - State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

b) Name and title of official with whom registrant deals.

Axel Dessau, Chairman

7. If the foreign principal is a foreign political party, state:

a) Principal address

b) Name and title of official with whom the registrant deals.

c) Principal aim

NOT APPLICABLE

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

The Scandinavian National Tourist Offices (composed of 4 countries, Denmark, Finland, Norway and Sweden); the Danish National Tourist Office; Finnish National Tourist Office; Norwegian National Tourist Office and Swedish National Tourist office have pooled together to promote travel to Scandinavia.

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b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Directed by a foreign government, foreign political party, or other foreign principal. . . . Yes ☐ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Financed by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☐

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

Koehl, Landis & Landan, Inc. is the Advertising Agency for the Scandinavian National Tourist Offices. The budget for advertising expenditures in the U.S. is transmitted via the SCAN countries (in Europe) to Koehl, Landis & Landan. Each country contributes a sum of money to the overall operating budget for the promotion of tourism to the Scandinavian countries.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

Not Applicable.

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|------------------------------|--|---------------------------------|
| Date of Exhibit A 6/11/73 | Name and Title A.A. Landis Chairman of the Board | Signature <i>A.A. Landis</i> |
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REGISTRATION UNIT
INTERNAL SECURITY
SECTION
CRIMINAL DIVISION

UNITED STATES DEPARTMENT OF JUSTICE
Washington, D.C. 20530

EXHIBIT B

TO REGISTRATION STATEMENT
Under the Foreign Agents Registration Act
of 1938, as amended

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances, by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in duplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

| Name of Registrant | Name of Foreign Principal |
|------------------------------|---------------------------------------|
| Kochl, Landis & Landan, Inc. | Scandinavian National Tourist Offices |

Check Appropriate Boxes:

- ☐ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach two copies of the contract to this exhibit.
- ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach two copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
- ☒ The agreement or understanding between the registrant and foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

Oral agreement: It is the obligation of Kochl, Landis & Landan, Inc. to act as advertising representative of the Scandinavian National Tourist Offices in the matter of promoting tourism to the Scandinavian countries (Denmark, Finland, Norway and Sweden) through the medium of newspaper advertising.

- Describe fully the nature and method of performance of the above indicated agreement or understanding.

Placement of advertising in the Travel and Resort Sections of the New York Times and other national newspapers and travel trade press media

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

Placement of advertising in the Travel and Resort Sections of the New York Times and other national newspapers and travel trade press media.

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?^{1/} Yes ☐ No ☒

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

| | | |
|------------------------------|---|----------------------------------|
| Date of Exhibit B 6/11/73 | Name and Title A. A. Landis Chairman of the Board | Signature <i>A. A. Landis</i> |
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^{1/} Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.